

# Dr Gregory S. Flint

**BDS (Newc) MBA (Manc) CMgr FCMI MIC FInstLM MIScT**

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## Profile

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Pioneering healthcare entrepreneur with over 19 years of parallel experience in commercial clinical practice and healthcare business. Formalised executive experience and personal development through academia (MBA) and tacit knowledge through Chartered Manager Fellowship (CMgr). Currently advancing a career through Healthcare and Biodesign; where technology, medicine, science, design, and economics converge.

Experienced public speaker and trainer, working with *European Institute of Innovation & Technology (EIT)*, *British Sleep Society*, Post Graduate Deaneries, and internationally through co-founded consultancy. Maintained a variety of Directorships and Non-Executive Director / advisory roles, supporting the growth of numerous startup and existing enterprises, with a scope ranging from an award-winning VC-backed MedTech to public speaking/ leadership education.

**Core Competencies:** Training and Education ◦ Negotiation ◦ Public Speaking ◦ LEAN/ Value Engineering ◦ Sales ◦ Project Management ◦ High-Performance Teams ◦ Startups ◦ Fair Process

## Professional Experience

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### **Impact8 Ltd, UK – Company Director ◦ Sept 2018 – Present**

- Co-founded education/ training company, alliance with ‘Sheffield China 88’ and ‘Confucius Institute’.
- Provided consultancy courses for University of Sheffield Ph.D. researchers, including *Sheffield Teaching Hospitals (NHS)*, *Bumble Bee Trust*, and *Dept for Work and Pensions*.
- International consultancy for Air Seychelles (equity partner Etihad Airways).

### **BUPA Platinum, Matlock, UK – Residency ◦ Sept 2018 – Present**

- General/ cosmetic dental surgeon in multidisciplinary /specialist referral clinic.

### **Claremont Private Hospital, Sheffield, UK (Aspen Health Group) - Visiting Sleep Clinician ◦ Aug 2016 - Present**

- Founded first North England outpatient clinic dedicated to Sleep-Related Breathing Disorders (SRBD’s) principally Obstructive Sleep Apnoea (OSA) diagnostics, treatment, and multidisciplinary care pathways.

### **Breathe Medical®, Sheffield (UK) - Company Director ◦ Nov 2015 - Present**

- Founded NewCo. to provide easy access screening and multidisciplinary referrals for SRBD’s.

### **Natural Born Media Ltd, Sheffield (UK) - Company Director ◦ May 2012 - Present**

- Marketing strategy consultancy for the healthcare/retail sector with a specific focus on digital marketing channels and entrepreneurial development. Achieved x5 sales funnel ROI for online spend.

### **Various Business Consultancy and Associate Dental Surgeon positions ◦ Apr 2011 - Jun 2016**

### **Sealdown® Medical Ltd, Sheffield (UK) - Company Director ◦ Jun 2006 - Oct 2010**

- Start-up Company, pioneering a new concept in Medical device design and manufacture (the ‘SealDown’ prosthesis). R&D leading to MHRA compliance and I.P. patent (UK/EU), trademark, CE Mark, and web.
- Winner of “The Big Idea” competition in Sheffield for Innovation (Dec 2007).

### **Flint Dental & Facial, Sheffield (UK) - Principal / Clinical Director ◦ Jan 2006 - Apr 2011**

- The leadership of a team of eight surgeons/ staff clinically and commercially.
- Increased ROI efficiency to 36%, doubling the business value (through the 2008 recession), achieved highest (inflation-adjusted) net profit (EBITDA) in the business history before selling it in April 2011.

## Education

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### **Chartered Management Institute (IC) - Level 7 Diploma, Professional Consulting (QCF) ◦ May 2014 – Aug 2015**

- Co-completed ‘Value Management’ and Consulting at Institute of Directors (IOD, London).

## **Alliance Manchester Business School - Master of Business Administration (MBA) ◦ Dec 2010 – Jun 2014**

- Triple accredited, Global Pathway, international placements: Miami, USA and Dubai, UAE.

## **Northern Post Graduate Dental Deanery, Newcastle, UK - Clinical Vocational Training ◦ Sep 2001 - Sep 2002**

- Winner of overall Northern Post Graduate Deanery Prize (2002) for creation of “Building a Winning Team”; an appraisal system to benchmark clinics, guide change management and drive clinical excellence.

## **University of Newcastle upon Tyne, Medical School - Bachelor of Dental Surgery (BDS) ◦ Sep 1996 – Jun 2001**

- Winner of ‘AGFA Prize for Radiography’ (2001).

## **Advisory, Non-Executive Directorships and Pro-Bono**

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Mercia Technology Plc - **Advisory / Non-Executive Director** ◦ July 2018 - Present

Sleep Cogni, Sheffield University Bioincubator, **Medical Advisory Board Member** ◦ Dec 2017 - Present

Texas Medical Center (TMC) Innovation Institute, **Advisory** (UK, Entrepreneurship) ◦ Jun 2017 – Jun 2019

British Society for Dental Sleep Medicine (BSDSM), **Committee Member** ◦ Mar 2017 – Jun 2019

MedX / RethinkX C.I.C, Manchester Science Partnerships, **Advisory Board Member** ◦ May 2017 - Nov 2018

Public Speaking Academy, (Sheffield, London, Leeds), **Non-Executive Director** ◦ Jan 2014 – Nov 2018

## **Professional Memberships, Fellowships and Certifications**

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- Harvard University (HarvardX) - CS50: Introduction to Computer Science ◦ 2020 – current
- Wageningen University & Research, NL. NUTR106x: Nutrition, Heart Disease and Diabetes ◦ 2020
- Wageningen University & Research, NL. NUTR105x: Nutrition and Cancer ◦ 2020
- Spotlight Teams Certified (MindFlick’s validated psychometrics for business and elite sport) ◦ 2018
- Award in Education and Training (Level 3 – previously PTTLs) (City & Guilds / NCFE) ◦ Jul 2018
- European Institute of Innovation & Technology (EIT) Alumni ◦ Mar 2018
- Member, Institute of Science and Technology (MIScT), UK ◦ May 2016
- Fellow and Chartered Manager, Chartered Management Institute, UK (CMgr FCMI), UK ◦ Aug 2015
- Qualified Value Associate (QVA), EU (BS EN 12973:2000) ◦ Jul 2015
- Member, Institute of Consulting (MIC), UK ◦ Aug 2015
- Member, Institute of Value Management, UK ◦ Jun 2014
- Neuro-Linguistic Programming (NLP) Diploma - International NLP Trainers Assoc. ◦ Dec 2012
- Fellow, Institute of Leadership & Management (FInstLM), UK ◦ Oct 2012
- Hospital (NHS) Mandatory Practising Privileges (fully ratified) inc. MAG4 appraisal ◦ Current
- Certified CBCT (3D radiography) reporting - pathology and anatomy ◦ Current

## **Skills and Experience**

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- Digital Prototyping, Design and Web technology/ CMS: WordPress, HTML5, CSS3.
- Confident keynote speaker, presenter and mentor (PSA and Toastmasters)
- Value Engineering / Analysis / Management - encompassing LEAN (5S’s, 7 wastes)

## **Bootcamps and Accelerators**

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- Universitat de Barcelona, Catalonia, Spain. EIT Health Summer School: Innovating the joy of eating for healthy ageing (INJOY) June ◦ July 2018
- Universitat de Barcelona, Spain. BIOCAT (Barcelona) and collaboration EIT, BME IDEA ◦ June 2018
- NUI Galway, ROI. EIT Health WILD CARD ◦ April 2018
- Biocity, Alderley Edge (Astra Zeneca), UK. Spark Biocity Accelerator ◦ March 2018

## **Other Interests**

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Alpine skier | Scuba diver (advanced, rescue and EANx) | Photography | International travel | Martial Arts